

# DISTRIBUTOR APPLICATION FOR MEMBERSHIP



The undersigned applies for membership and pledges that, if approved, I/we will be governed by its bylaws as now adopted or as they may be hereafter amended and all the rules in conformity therewith which do not conflict with the laws of the United States or the states in which I/we do business. (Please print.)

## Your Company's Information

Company Name

Street Address

Mailing Address (if different)

City/State/ZIP or Province/Country/Postal Code

Phone Number

Toll-free Number

Fax Number

Toll-free Fax Number

Email

Website

### CHECK ONE PRIMARY CATEGORY:

- Fabrication
- Pipe, Valves & Fittings
- Sheet, Rod & Tube

Your company's key IAPD contact person (voting member for the company):

Name Title Email

Your company's 2nd key IAPD contact person (secondary contact for the company):

Name Title Email

Your company's administrative contact person:

Name Title Email

Others to receive IAPD e-newsletters, magazine, etc.:

Name Title Email

Application authorized by:

Name Title Email

## Company Details

Please note how your company operates:  Corporation  Individual

Describe the territory and/or markets you serve:

When was your business organized?

What was your company's first year in the plastics industry?

Are you affiliated with or owned wholly or partially by another firm or firms?

Yes  No

If yes, please list.

How many employees do you have (including officers)?

Total:

Plastics:

How many salespeople/sales representatives do you employ in plastics?

Outside:

Inside:

How many plastics locations/branches do you have, other than your corporate headquarters?

Please list any branch locations on a separate sheet, if applicable. Include: branch name, manager's name, address, city, state, ZIP or postal code, country, phone, fax, website and email.

What were your annual plastic sales to the plastics industry last year?

What other trade or business associations or organizations do you belong to?

#### How did you learn about us?

Has a company representative attended the IAPD Annual Convention in the past three years?

Yes  No

How did you hear about IAPD?

Were you referred by a current IAPD member?

Yes  No

Company name:

Individual's name:

Why do you want to join?

## QUALIFICATIONS FOR MEMBERSHIP

**Sec. 1A. Distributor Membership.** Any partnership, corporation, or a division, subsidiary or department of a company who is engaged in the stocking and wholesale distribution of plastics (e.g., sheet, rod, tube, film, resin, pipe, fittings and valves). Distributor members must subscribe to IAPD's Code of Ethics and meet all of the following eligibility requirements: (a) Owns and stocks at least US \$250,000 in raw plastic material inventory at all times, for general sale, across all physical locations; and (b) Distributes for three or more plastics manufacturers by performing the normally accepted functions of warehousing, selling and invoicing plastics, supplies and accessories to customers; and (c) Has been engaged in plastics distribution for one or more years with a total minimum annual plastics distribution sales of at least \$1,000,000; and (d) Derives at least 50 percent of the company's gross plastics sales from wholesale distribution or has at least US\$5 million dollars in total company revenues from such sales; and (e) Provides three reference letters from manufacturers attesting to the commitment of the organization to the plastics distribution channel, qualification of IAPD membership and verification that the applicant warehouses, sells and invoices plastics supplies and accessories to customers for the manufacturer.

Exceptions to any of the foregoing requirements for any category of membership may be made by the Board of Directors upon its determination that the particular circumstances will not be to the detriment of the Association or the applicant.

# ADDITIONAL INFORMATION AND REFERENCES

Please provide the following relevant to your category — your application cannot be processed without this additional information.

## Distributors

1. What percentage of your plastic sales does your company do in plastic wholesale distribution? \_\_\_\_\_
2. If the percentage is less than 50 percent, do you have at least \$5 million in total company revenues from such sales?  Yes  No \_\_\_\_\_
3. What percentage of sales does your company do in value-added services on plastics materials? \_\_\_\_\_
4. Do you own and stock at least US \$250,000 in raw plastic material inventory at all times, for general sale, across all physical locations?  Yes  No \_\_\_\_\_
5. Please provide a list of major lines (types of materials and shapes) you carry. \_\_\_\_\_
6. Please submit two to three examples of your marketing materials. \_\_\_\_\_
7. Please provide three reference letters from manufacturers attesting to your company's commitment to the plastics distribution channel, qualification of IAPD membership and verification that your company warehouses, sells and invoices plastics supplies and accessories to customers for the manufacturer. The reference letters must be from manufacturers of products your company distributes and should state so in the body of the letter. The letter must be on company letterhead and include contact information of the person writing the letter.

Please note: IAPD reserves the right to verify all provided information by interviewing an appropriate representative from the company and contacting references.

# IAPD MEMBERSHIP FEES & DUES

The membership approval process takes approximately three weeks once we receive your membership application, reference letters, initiation fee and your first years membership dues. The initiation fee may be applied toward one of the following: advertising, convention sponsorship, exhibit booth or toward one convention registration.

## DISTRIBUTORS

Dues are based on your annual plastics sales.

Category I	\$1 to \$7.99 million	\$1,327	Category VI	\$150 to \$199.99 million	\$8,381	<b>Initiation fee:</b> _____ (Greater of \$500 or 30% of your dues)
Category II	\$8 to \$19.99 million	\$2,864	Category VII	\$200 to \$299.99 million	\$9,442	
Category III	\$20 to \$49.99 million	\$4,446	Category VIII	\$300+ million	\$10,503	<b>Dues fee:</b> _____
Category IV	\$50 to \$99.99 million	\$5,941				<b>TOTAL ENCLOSED (U.S. FUNDS):</b> _____
Category V	\$100 to \$149.99 million	\$7,320				

## IAPD 2018 MEMBERSHIP FEES AND DUES

### Payment Method

- Wire Transfer — Contact IAPD     Please Invoice (U.S. funds only)     Check Enclosed (U.S. funds only)

### Credit card

- MasterCard     Visa     American Express     Discover

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CSC: \_\_\_\_\_

Print Cardholder's Name: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_



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# ANTITRUST POLICY

*It is, of course, the policy and intention of the IAPD (International Association of Plastics Distribution) to comply with all laws. The antitrust laws are of particular concern, since IAPD is, by its nature, a group of competitors joined together for a common business purpose. Therefore, the following guidelines are adopted, and each officer, director, committee chair and vice chair, committee member, member of the association, staff member and any other representative or agent of the association is urged to comply with such guidelines.*

## I. MEMBERSHIP

Since members of the association derive an economic benefit from their membership, the bylaw requirements and qualifications for membership will be strictly adhered.

- (a) Each and every applicant for membership, who is qualified under the bylaws, will be promptly processed and admitted to membership.
- (b) Any applicant not qualified for membership under the bylaws will be promptly notified of the specific reason for non-qualification.
- (c) Rejected IAPD membership applicants and any members threatened with expulsion because of failure to comply with the bylaws membership requirements will, upon request, be afforded the opportunity for a hearing before the association's Board of Directors or Executive Committee.

## II. ILLEGALITY OF DIVISION OF CUSTOMERS AND TERRITORIES

Since an agreement among competitors (including members of the association) to divide customers or establish territorial rights is a criminal act, any such agreement, therefore, formal or informal, is not to be considered or discussed.

## III. STANDARDIZATION AND CERTIFICATION

Voluntary industry standards which favor some competitors and discriminate against others create antitrust problems. The association will not consider or adopt standardization or certification activities which further the interests of certain groups of members to the exclusion of others, since such activities may result in antitrust problems.

## IV. INDUSTRY SELF-REGULATION

The association will not establish or enforce a code of ethics for its members under circumstances where such code of ethics would result in economic injury to certain groups of members.

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## V. PRICE FIXING

Prices charged by its members and the establishment of such prices is an inappropriate and illegal subject for association action and discussion, and the fixing of prices by individual members is declared to be outside the scope of the association's activities.

## VI. DISCUSSION TOPICS TO BE AVOIDED

The following subjects will not be discussed at association-sponsored meetings, whether such meetings be of the Executive Committee, Board of Directors, committees or the general membership:

- (a) Current or future prices. (Great care must be taken in discussing past prices.)
- (b) A "fair" profit level.
- (c) Possible increases or decreases in prices.
- (d) Standardization or stabilization of prices.
- (e) Pricing procedures.
- (f) Cash discounts.
- (g) Credit terms.
- (h) Control of sales.
- (i) Allocation of markets.
- (j) Refusal to deal with a corporation because of its pricing or distribution policies.
- (k) Whether the pricing practices of any industry member are unethical or constitute an unfair trade practice.

# CODE OF ETHICS

**In order to foster mutual trust among distributors, manufacturers and representatives in the plastics industry, we are resolved to abide by the following code of ethics:**

- Promote and support the distribution channel as a means to bring product to market.
- Refer to all products by their trademark, generic name or chemical formulation as solicited and clarify the differences in any or all three of the classifications as the case arises.

- Substitute competitive brands from a trademark solicited only upon approval of the buyer.
- Educate the buyer on our products without misrepresenting their advantages or disadvantages and promote the use of the various products for the physical, chemical and electrical properties for which they excel.
- Accurately represent and advertise our merchandise and services.
- Always be alert to new products which will benefit our customers.
- Comply with international standards and laws in all association activities.

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